RJ Reynolds
Tobacco Company

G. N. Kuruc, Jr.
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Phone 732-225-4774
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January 7, 1998

Mr. Charles Iszard
Amerada Hess Corporation
One Hess Plaza
Woodbridge, NJ 07095

Dear Charlie:

Attached is the completed forecast for 1998 Retail Partners Program payments for all locations with the exception of Gold Ring Tobacco.

At this time, we have decided to pay for each location separately based on their RJR volume. Listed below are current locations and monthly payments, and accrual amounts:

Location	RJR Weekly Volume	Monthly Payment	Monthly Accrual
# 32221, Elmira Heights	380	$ 606.00	$ 844.00
# 38249, Bethlehem	80	$ 310.00	$ 196.00
# 30322, Ramsey	56	$ 310.00	$ 196.00
# 32375, Fairmount	25	$ 310.00	$ 196.00

As the RJR weekly volume of these stores increase, monthly contractual amounts will be adjusted accordingly.

Best Regards.

Nick

G. N. Kuruc, Jr.
Attachment

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Amerada Hess Corporation
1998 Retail Partners Program
R. J. Reynolds Tobacco Company

Hess Group	Number of Stores*	Program	1997 Per Store Monthly	1997 Annual (all stores)	1998 Per Store Monthly	1998 Annual (all stores)
Marts	160	Retail Partners	$ 235	$ 451,200	$ 245	$ 470,400
	160	Retail Accrual	$ 191	$ 366,720	$ 224	$ 430,080
Hess West Coast	66	Retail Partners	$ 375	$ 297,000	$ 375	$ 297,000
	66	Retail Accrual	$ 264	$ 209,088	$ 264	$ 209,088
Co-Op's	194	Retail Partners	$ 80	$ 186,240	$ 90	$ 209,520
	194	Retail Accrual	$ 57	$ 132,696	$ 81	$ 188,568
	47	Retailer Assist	$ 25	$ 14,100	$ 25	$ 14,100

* Number of stores based on 1997 4th Quarter contracts.

Hess Group	Program	1997 Estimated Revenue	1998 Estimated Revenue	Variance
Marts	Retail Partners	$ 451,200	$ 470,400	+ $ 19,200
	Retail Accrual	$ 366,720	$ 430,080	+ $ 63,360
Hess West Coast	Retail Partners	$ 297,000	$ 297,000	no change
	Retail Accrual	$ 209,088	$ 209,088	no change
Co-Op's	Retail Partners	$ 186,240	$ 209,520	+ $ 23,280
	Retail Accrual	$ 132,696	$ 188,568	+ $ 55,872

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TRANSMISSION VERIFICATION REPORT

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